C 5800 - 30

THE WEEKLY OF
# BUSINESS AVIATION™
Business & Commercial Aviation
July 20 1992

Vol. 55 No. 3



## INTELLIGENCE

**SALES OF THE AVANTI** pusher prop are strong in Europe and marketers in the U.S. hope a recently approved increase in the aircraft's operating weights will help stimulate sales in this country *(see article on Page 22)*. Officials said Piaggio recently delivered S/N 18 and since the beginning of the year has booked orders for 16 Avantis with European customers. The new European orders include three for German customers and six for operators in France.

**REGIONAL AIRLINE ASSOCIATION** named Walter Coleman, a 10-year veteran of the Air Transport Association, to replace John Fredericksen as RAA president. Coleman, who has been vice president-operations at ATA and involved in a number of issues affecting regional carriers, will assume his new duties in early August. RAA Vice President Deborah McElroy will serve as acting president in the interim. Fredericksen is leaving to become vice president and general counsel at Mesaba.

**A SURVEY** being sent to National Business Aircraft Association members on whether NBAA should continue to have an annual trade show at its annual convention is nearly ready for distribution. A spokesman for NBAA told *BA* Thursday that pending a final review of the survey form by NBAA's board of directors and a committee of the Associate Member Advisory Committee – which formulated the recommendation for a biennial NBAA trade show – the survey should be "in the mail by Monday."

**NBAA OFFICIALS** had originally planned to mail out the survey – which will go to both regular NBAA members and trade show exhibitors – about a month ago *(BA, June 1/226)*. NBAA's board, however, suggested some revisions in the original questionnaire to solicit more information from members and incorporating those changes required more time.

**EMBRAER**, which recently said it was seeking new proposals from engine manufacturers for the EMB-145 *(BA, June 29/266)*, last week confirmed that the regional jet will be powered by Allison's GMA 3007 engine as originally planned. Embraer first selected the 7,000-pound Allison engine in 1990 and President Ozires Silva said last week, "After a thorough re-evaluation, we are convinced that the GMA 3007 is the right engine for the EMB-145."

### NEW FAA ADMINISTRATOR RICHARDS REITERATES NEED TO IMPROVE AIR TAXI SAFETY

Gen. Thomas Richards was formally sworn in as FAA administrator Friday and told employees at agency headquarters that improving the safety of the air taxi industry is among his top priorities. Thomas, the retired four-star Air Force general, made similar comments during his confirmation hearing before the Senate aviation subcommittee last month *(BA, June 8/231)*.

After being sworn in by DOT Secretary Andrew Card in the auditorium at FAA headquarters, Richards told agency employees, "Among the first of my priorities will be to monitor and maintain momentum on rulemaking and other initiatives that offer the promise of higher levels of safety, particularly in commuter airline and air taxi operations." Richards said the air taxi/regional business is the fastest growing segment of the aviation industry "and it needs our assistance to achieve the safety record we know is our common objective."

Richards observed that "accidents decline when pilots are given intensive training on the causes and

*(Continued on Page 22)*

NOW ONLINE WORLDWIDE

The Weekly of BUSINESS AVIATION • 1156 15th Street, N.W. • Washington, D.C. 20005 • EDITORIAL TELEPHONE 202-822-4643 • FAX 202-293-2682 • CIRCULATION 202-822-4625 • **Dave Collogan**/Editor, **Kerry Lynch**/Assistant Editor, **Martin Sibley**/Senior Copy Editor, **Tom Woodall**/Publisher • Published weekly by the Aviation Week Group of McGraw-Hill, Inc., 1221 Avenue of the Americas, New York, N.Y. 10020. (ISSN No. 0509-9528/90) • **Officers of McGraw-Hill, Inc.**; Joseph L. Dionne, Chairman, President and Chief Executive Officer; Robert N. Landes, Executive Vice President, General Counsel, and Secretary; Harold W. McGraw, III, Executive Vice President; Frank D. Penglase, Senior Vice President, Treasury Operations; and Kenneth E. Gazzola, Executive Vice President, Aviation Week Group. • Subscription rates: Within the U.S., one year $470, 6 months $305. Quantity rates on request. Mailed first class. COPYRIGHT © 1992 by McGraw-Hill, Inc. All rights reserved. None of the content of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means (electronic, mechanical, photocopying, recording or otherwise) without the prior written permission of the publisher.

## BUSINESS/PERSONAL/REGIONAL AIRCRAFT – SECOND QUARTER UNIT SHIPMENTS

| | | 2nd Quarter 92 | Cal. Year |
|---|---|---|---|
| **AEROSPATIALE GENERAL AVIATION** | | | |
| • Single-Engine | | | |
| TB-9 | Tampico | 17 | 48 |
| TB-10 | Tobago | 8 | 15 |
| TB-20 | Trinidad | 8 | 17 |
| TB-21 | Trinidad TC | 0 | 0 |
| TB-200XL | | 5 | 7 |
| Total | | 38 | 87 |
| **AMERICAN GENERAL AIRCRAFT CORP.** | | | |
| • Single-Engine | | | |
| AG-5/B | Tiger | 16 | 20 |
| Total | | 16 | 20 |
| **ATR (Avions de Transport Regional)** | | | |
| • Multi-Engine | | | |
| ATR-42 | | 4 | 11 |
| ATR-72 | | 12 | 32 |
| Total | | 16 | 43 |
| **AVIAT** (formerly Christen Industries) | | | |
| • Single-Engine | | | |
| S-1T | Pitts | * | * |
| S-2B | Pitts | * | * |
| A-1 | Husky | * | * |
| Total | | * | * |
| **BEECH AIRCRAFT CORP.** | | | |
| • Single-Engine | | | |
| BE-F33A | Bonanza | 23 | 43 |
| BE-A36 | Bonanza | 15 | 34 |
| BE-36TC | Bonanza | 4 | 8 |
| BE-36AT | | 8 | 9 |
| • Multi-Engine | | | |
| BE-58 | Baron | 6 | 13 |
| BE-58P | Baron | 0 | 0 |
| BE-C90-1 | King Air | 3 | 6 |
| BE-200 | Super King Air | 8 | 14 |
| BE-200C | Super King Air | 0 | 0 |
| BE-200T | Super King Air | 0 | 0 |
| BE-300LW | Super King Air | 1 | 2 |
| BE-350 | Super King Air | 5 | 9 |
| BE-350C | | 0 | 0 |
| BE-1300 | | 0 | 0 |
| BE-1900C | Commuter | 0 | 0 |
| BE-1900D | | 8 | 13 |
| Starship 2000 | | 1 | 3 |
| Beechjet 400A | | 5 | 8 |
| Total | | 87 | 162 |
| (Quarterly Billings $118,664,407) | | | |
| **BRITISH AEROSPACE** | | | |
| • Multi-Engine | | | |
| BAe | Jetstream 31 | 5 | 6 |
| ATP | | 3 | 7 |
| BAe 146-100 | | 0 | 1 |
| BAe 146-200 | | 0 | 0 |
| BAe 146-300 | | 1 | 2 |
| BAe 800 | | 5 | 7 |
| BAe 1000 | | 2 | 7 |
| Total | | 16 | 30 |
| **PILATUS BRITTEN-NORMAN** | | | |
| • Multi-Engine | | | |
| BN-2B | Islander | 4 | 6 |
| BN-2T | Islander | 1 | 1 |
| Total | | 5 | 7 |

| | | 2nd Quarter 92 | Cal. Year |
|---|---|---|---|
| **CANADAIR** | | | |
| • Multi-Engine | | | |
| CL-601-3A | | 6 | 11 |
| Total | | 6 | 11 |
| **CESSNA AIRCRAFT CO.** | | | |
| • Single-Engine | | | |
| CE-208 | Caravan I | 10 | 15 |
| • Multi-Engine | | | |
| CE-406 | Caravan II | 0 | 0 |
| CE-550 | Citation II | 4 | 13 |
| CE-560 | Citation V | 14 | 27 |
| CE-650 | Citation III | 0 | 1 |
| CE-650 | Citation VI | 3 | 8 |
| CE-650 | Citation VII | 2 | 2 |
| Total | | 33 | 66 |
| (Quarterly Bilings $133,676,625) | | | |
| **DASSAULT AVIATION** | | | |
| • Multi-Engine | | | |
| AD-My 50 | Falcon | 4 | 5 |
| AD-My 900 | Falcon | 3 | 5 |
| Total | | 7 | 10 |
| **De HAVILLAND AIRCRAFT OF CANADA** | | | |
| • Multi-Engine | | | |
| DHC-8 | Series 100 | 9 | 14 |
| DHC-8 | Series 300 | 4 | 10 |
| Total | | 13 | 24 |
| **EMBRAER** | | | |
| • Single-Engine | | | |
| EMB-201A | Ipanema | * | * |
| EMB-711ST | Corison II | * | * |
| EMB-712 | Tupi | * | * |
| EMB-720 | Minuano | * | * |
| • Multi-Engine | | | |
| EMB-110 | Bandeirante | * | * |
| EMB-120 | Brasilia | * | * |
| EMB-121 | Xingu | * | * |
| EMB-810D | Seneca II | * | * |
| EMB-820 | | * | * |
| EMB-821 | Carajah | * | * |
| Total | | * | * |
| **FAIRCHILD AIRCRAFT** | | | |
| • Multi-Engine | | | |
| Merlin IV-C | | 0 | 0 |
| Metro III | | 2 | 7 |
| Expediter | | 0 | 0 |
| Total | | 2 | 7 |
| **GULFSTREAM AEROSPACE** | | | |
| • Multi-Engine | | | |
| G-IV | Gulfstream IV | 5 | 9 |
| Total | | 5 | 9 |
| **ISRAEL AIRCRAFT INDUSTRIES** | | | |
| • Multi-Engine | | | |
| 1125 | Astra | 3 | 3 |
| Total | | 3 | 3 |
| **LAKE AIRCRAFT** | | | |
| • Single-Engine | | | |
| LA-4-200EP | | 0 | 0 |
| LA-250 | Renegade | 0 | 1 |
| Total | | 0 | 1 |

COPYRIGHT © 1991 McGRAW-HILL, INC.

| | | 2nd Quarter 92 | Cal. Year |
|---|---|---|---|
| **LEARJET CORP.** | | | |
| • Multi-Engine | | | |
| LR-31A | | 3 | 12 |
| LR-35A | | 0 | 2 |
| LR-36A | | 0 | 0 |
| Total | | 3 | 14 |
| (Quarterly Billings $13,478,457) | | | |
| **MAULE AIR INC.** | | | |
| • Single-Engine | | | |
| M-5-180C | | 0 | 0 |
| M-5-200 | | 0 | 0 |
| M-5-235C | Lunar Rocket | 0 | 0 |
| M-6-235 | | 2 | 3 |
| MX-7-180 | Lunar Rocket | 5 | 9 |
| M7-235 | Super Rocket | 0 | 1 |
| MX-7-235 | | 4 | 8 |
| M7-420 | | 0 | 0 |
| MXT-7-180 | | 3 | 5 |
| Total | | 14 | 26 |
| (13 Export) | | | |
| (1 Domestic) | | | |
| (Quarterly Billings $1,079,502) | | | |
| **MOONEY AIRCRAFT CORP.** | | | |
| • Single-Engine | | | |
| M-20J | MSE | 9 | 23 |
| M-20L | PFM | 0 | 0 |
| M-20M | TLS | 8 | 14 |
| Total | | 17 | 37 |
| (5 Export) | | | |
| (12 Domestic) | | | |

| | | 2nd Quarter 92 | Cal. Year |
|---|---|---|---|
| **PIAGGIO AVANTI** | | | |
| • Multi-Engine | | | |
| P-180 | | 2 | 4 |
| Total | | 2 | 4 |
| **PIPER AIRCRAFT CORP.** | | | |
| • Single-Engine | | | |
| PA-18-150 | Super Cub | 1 | 1 |
| PA-28-161 | Warrior | 1 | 1 |
| PA-28-161 | Cadet | 4 | 4 |
| PA-28-281 | Archer II | 3 | 3 |
| PA-28-236 | Dakota | 0 | 0 |
| PA-28R-201 | Arrow IV | 0 | 0 |
| PA-28RT-201 | Turbo Arrow IV | 0 | 0 |
| PA-32-301 | Saratoga | 0 | 0 |
| PA-32R-301 | Saratoga SP | 0 | 0 |
| PA-46-350P | Mirage | 2 | 5 |
| • Multi-Engine | | | |
| PA-34-220T | Seneca III | 6 | 7 |
| PA-42-720 | Cheyenne IIIA | 0 | 0 |
| PA-42-1000 | Cheyenne 400 | 0 | 0 |
| PA-44-180 | Seminole | 0 | 0 |
| Total | | 17 | 21 |
| **TBM SA COMPANY** | | | |
| • Single-Engine | | | |
| TBM-700 | | 10 | 13 |
| Total | | 10 | 13 |
| SINGLE-ENGINE | | 166 | 307 |
| MULTI-ENGINE | | 144 | 288 |
| GRAND TOTAL | | 310 | 595 |

## UNIT SHIPMENTS COMPARATIVE TREND: 22 MANUFACTURERS

| | 2nd Quarter | | | Calendar Year to Date | | |
|---|---|---|---|---|---|---|
| | 1992 | 1991 | 1990 | 1992 | 1991 | 1990 |
| Aerospatiale | 38 | 64 | 50 | 87 | 95 | 90 |
| American General | 16 | 27 | * | 20 | 44 | * |
| ATR | 16 | * | * | 43 | * | * |
| Aviat | * | 19 | 14 | * | 36 | 34 |
| Beech | 87 | 106 | 109 | 162 | 201 | 196 |
| British Aerospace | 16 | 22 | 27 | 30 | 40 | 53 |
| Britten-Norman | 5 | 3 | 6 | 7 | 4 | 10 |
| Canadair | 6 | 6 | 7 | 11 | 9 | 13 |
| Cessna | 33 | 47 | 42 | 66 | 83 | 81 |
| Dassault | 7 | 7 | 8 | 10 | 13 | 15 |
| De Havilland | 13 | 16 | 22 | 24 | 37 | 32 |
| Embraer | * | 27 | 33 | * | 50 | 59 |
| Fairchild | 2 | 8 | 3 | 7 | 9 | 6 |
| Gulfstream | 5 | 5 | 13 | 9 | 12 | 19 |
| Israel | 3 | 0 | 2 | 3 | 5 | 3 |
| Lake | 0 | 4 | 8 | 1 | 7 | 13 |
| Learjet | 3 | 3 | 7 | 14 | 11 | 13 |
| Maule Air | 14 | 12 | 10 | 26 | 25 | 15 |
| Mooney | 17 | 19 | 36 | 37 | 48 | 73 |
| Piaggio Avanti | 2 | 0 | * | 4 | 0 | * |
| Piper | 17 | 7 | 49 | 21 | 29 | 106 |
| TBM | 10 | 3 | * | 13 | 3 | * |
| Total | 310 | 405 | 446 | 595 | 761 | 831 |

* Figures not available

COPYRIGHT © 1991 McGRAW-HILL, INC.